



URx Pharmacy Report

State of Montana Group Benefits Advisory Council (SEGBAC)

December 15, 2015

Mark Eichler, URx Pharmacy Services Director

URx Performance Report

State of Montana

Nov2012-Oct2015

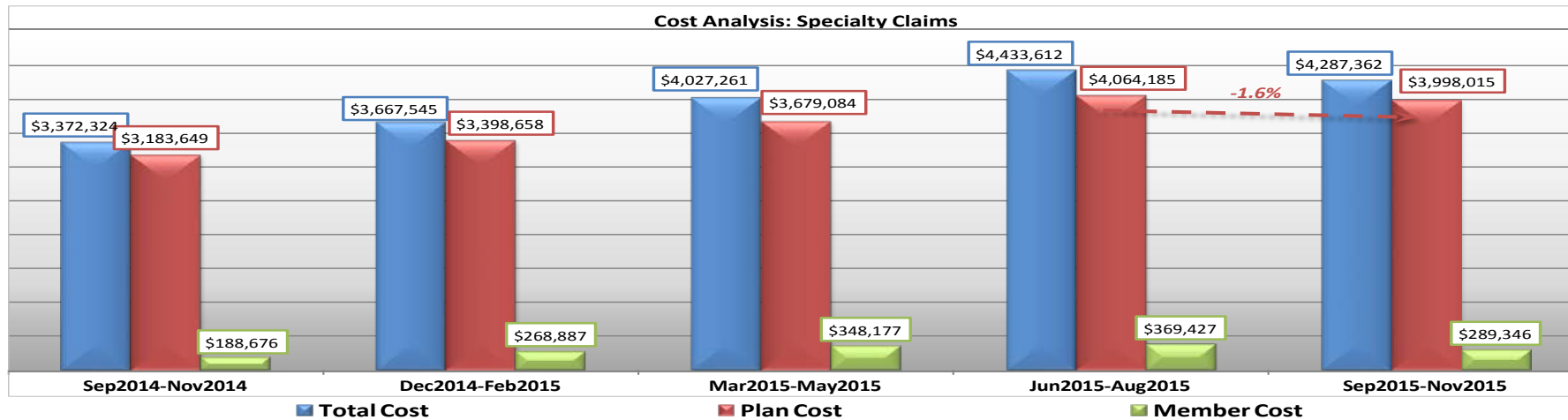
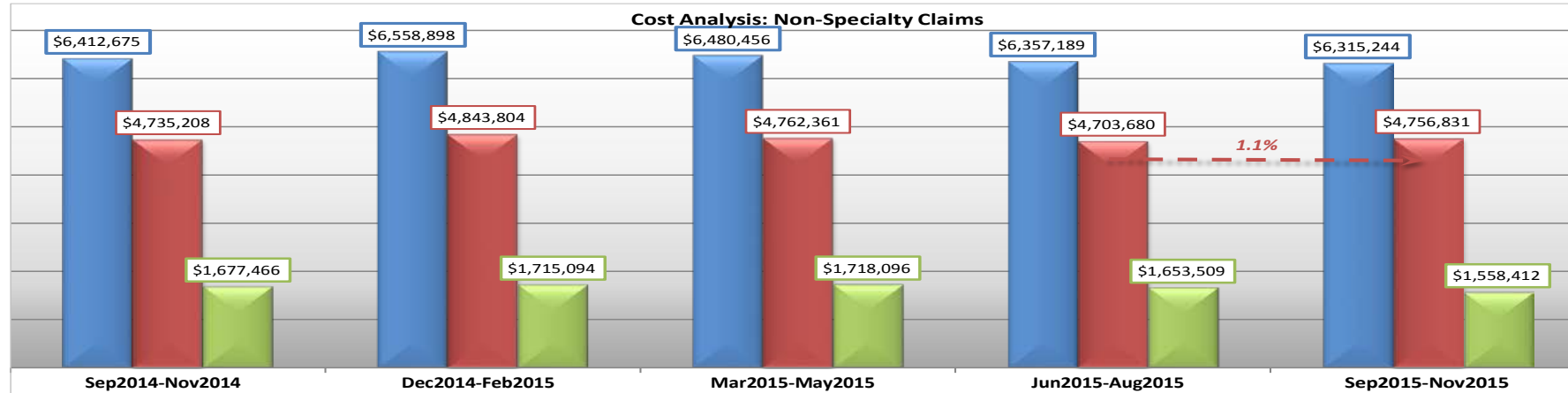
Category		Nov2012- Oct2013	Nov2013- Oct2014	Nov2014- Oct2015	Period2 vs. Period3
All Incl. Specialty	Total Cost	\$36,644,782	\$38,303,022	\$41,715,459	8.9%
	Total Plan Cost	\$28,894,547	\$30,305,185	\$33,829,268	11.6%
	Total Member Cost	\$7,750,236	\$7,997,837	\$7,886,192	-1.4%
	Total # of Claims	471,944	486,245	478,670	-1.6%
	Total Cost Per Claim	\$77.65	\$78.77	\$87.15	10.6%
	Plan Cost Per Claim	\$61.22	\$62.32	\$70.67	13.4%
	Member Cost Per Claim	\$16.42	\$16.45	\$16.48	0.2%
	Total Cost PMPM	\$96.40	\$99.79	\$110.18	10.4%
	Plan Cost PMPM	\$76.01	\$78.95	\$89.35	13.2%
	Member Cost PMPM	\$20.39	\$20.84	\$20.83	0.0%
Non-Specialty	Total Cost	\$24,720,706	\$25,608,039	\$25,569,567	-0.2%
	Total Plan Cost	\$17,578,648	\$18,639,228	\$18,936,718	1.6%
	Total Member Cost	\$7,142,058	\$6,968,811	\$6,632,848	-4.8%
	Total # of Claims	466,541	481,742	474,134	-1.6%
	# of Utilizers	25,747	26,038	26,317	1.1%
	Copay Percent	28.9%	27.2%	25.9%	-4.7%
	Total Cost Per Claim	\$52.99	\$53.16	\$53.93	1.5%
	Plan Cost Per Claim	\$37.68	\$38.69	\$39.94	3.2%
	Member Cost Per Claim	\$15.31	\$14.47	\$13.99	-3.3%
	Member Months	380,150	383,836	378,597	-1.4%
	Total Cost PMPM	\$65.03	\$66.72	\$67.54	1.2%
	Plan Cost PMPM	\$46.24	\$48.56	\$50.02	3.0%
Member Cost PMPM	\$18.79	\$18.16	\$17.52	-3.5%	
Brand	Brand Total Cost	\$15,581,230	\$16,308,692	\$16,391,592	0.5%
	Brand Plan Cost	\$12,301,795	\$13,224,039	\$13,500,385	2.1%
	Brand Member Cost	\$3,279,435	\$3,084,653	\$2,891,207	-6.3%
	Brand # of Claims	73,938	68,849	61,378	-10.9%
	Brand % of Total Claims	15.8%	14.3%	12.9%	-9.4%
Brand Plan Cost Per Claim	\$166.38	\$192.07	\$219.95	14.5%	
Generic	Generic Total Cost	\$9,139,476	\$9,299,347	\$9,177,974	-1.3%
	Generic Plan Cost	\$5,276,853	\$5,415,189	\$5,436,333	0.4%
	Generic Member Cost	\$3,862,622	\$3,884,158	\$3,741,641	-3.7%
	Generic # of Claims	392,603	412,893	412,756	0.0%
	Generic % of Total Claims	84.2%	85.7%	87.1%	1.6%
	Generic Plan Cost Per Claim	\$13.44	\$13.12	\$13.17	0.4%

Category		Nov2012- Oct2013	Nov2013- Oct2014	Nov2014- Oct2015	Period2 vs. Period3
Retail	Retail Total Cost	\$18,072,918	\$18,801,826	\$19,104,596	1.6%
	Retail Plan Cost	\$12,457,330	\$13,277,247	\$13,712,336	3.3%
	Retail Member Cost	\$5,615,588	\$5,524,580	\$5,392,260	-2.4%
	Retail # of Claims	415,714	432,733	428,495	-1.0%
	Retail % of Total Claims	89.1%	89.8%	90.4%	0.6%
	Retail Plan Cost Per Claim	\$29.97	\$30.68	\$32.00	4.3%
	Mail	Mail Total Cost	\$6,647,788	\$6,806,213	\$6,464,971
Mail Plan Cost		\$5,121,318	\$5,361,981	\$5,224,383	-2.6%
Mail Member Cost		\$1,526,470	\$1,444,232	\$1,240,589	-14.1%
Mail # of Claims		50,827	49,009	45,639	-6.9%
Mail % of Total Claims		10.9%	10.2%	9.6%	-5.4%
Mail Plan Cost Per Claim	\$100.76	\$109.41	\$114.47	4.6%	
Specialty	Specialty Total Cost	\$10,054,756	\$12,394,792	\$16,145,892	30.3%
	Specialty Plan Cost	\$9,446,578	\$11,365,767	\$14,892,549	31.0%
	Specialty Member Cost	\$608,178	\$1,029,025	\$1,253,343	21.8%
	Specialty # of Claims	4,209	4,328	4,536	4.8%
	Specialty % of Total Claims	0.9%	0.9%	0.9%	6.5%
	Specialty % of Total Cost	27.4%	32.4%	38.7%	19.6%
	Specialty Plan Cost Per Claim	\$2,244.38	\$2,626.10	\$3,283.19	25.0%
	Specialty Plan Cost PMPM	\$24.85	\$29.61	\$39.34	32.8%
Infusion Specialty	Infusion Total Cost	\$1,869,320	\$300,191	\$0	-100.0%
	Infusion Plan Cost	\$1,869,320	\$300,191	\$0	-100.0%
	Infusion Member Cost	\$0	\$0	\$0	n/a
	Infusion # of Claims	1,194	175	0	-100.0%
	Infusion % of Total Claims	0.3%	0.0%	0.0%	-100.0%
Infusion % of Total Cost	5.1%	0.8%	0.0%	-100.0%	
Tier Utilization	Base Tier A % of Claims	11.0%	11.7%	11.3%	-3.3%
	Base Tier B % of Claims	74.8%	75.1%	76.0%	1.3%
	Base Tier C % of Claims	7.6%	7.2%	6.9%	-4.0%
	Base Tier D % of Claims	3.1%	2.8%	2.4%	-13.8%
	Base Tier F % of Claims	3.4%	3.3%	3.4%	2.0%
	A-F w/Tier Change # of Claims	15,476	13,211	11,893	-10.0%
	A-F w/Tier Change % of Claims	3.3%	2.7%	2.5%	-8.6%
	A-F w/Tier Change Total Cost	\$4,477,071	\$4,258,026	\$4,357,738	2.3%
A-F w/Tier Change Plan Cost	\$3,878,090	\$3,740,015	\$3,877,398	3.7%	

URx Performance Report

State of Montana

Sep2014-Nov2015

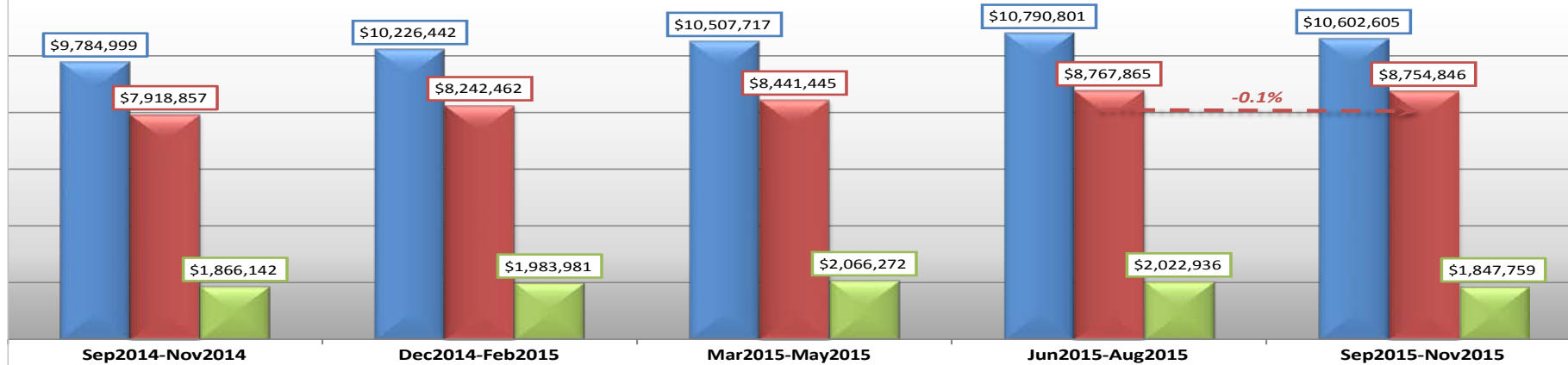


URx Performance Report

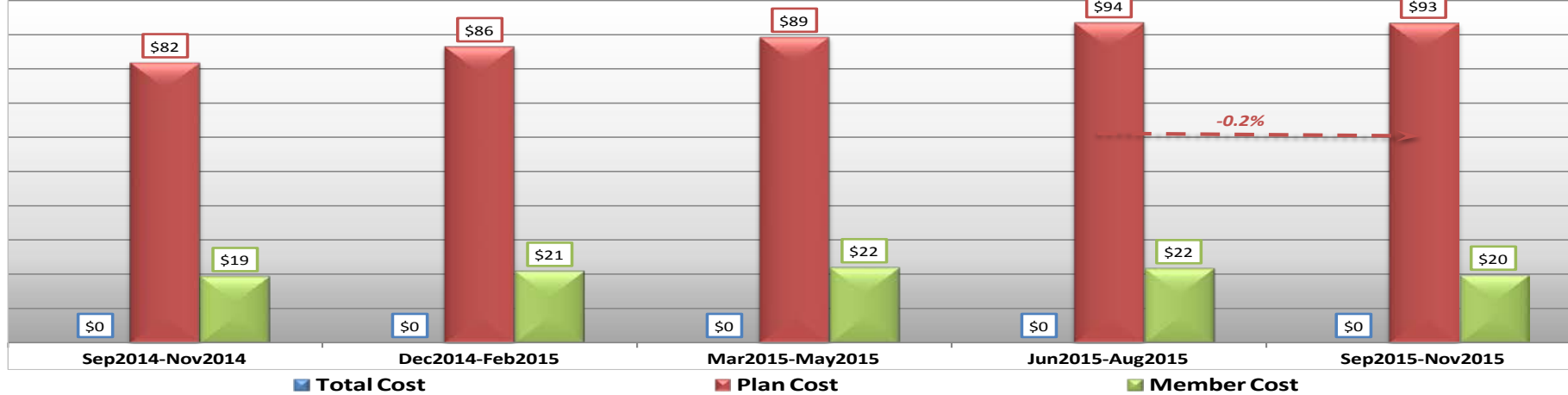
State of Montana

Sep2014-Nov2015

Cost Analysis: All Claims



PMPM Cost Analysis: All Claims



URx Performance Report

State of Montana

Sep2014-Nov2015

Category		Sep2014- Nov2014	Dec2014- Feb2015	Mar2015- May2015	Jun2015- Aug2015	Sep2015- Nov2015	Period1 vs. Period2	Period2 vs. Period3	Period3 vs. Period4	Period4 vs. Period5
All Incl. Specialty	Total Cost	\$9,784,999	\$10,226,442	\$10,507,717	\$10,790,801	\$10,602,605	4.5%	2.8%	2.7%	-1.7%
	Total Plan Cost	\$7,918,857	\$8,242,462	\$8,441,445	\$8,767,865	\$8,754,846	4.1%	2.4%	3.9%	-0.1%
	Total Member Cost	\$1,866,142	\$1,983,981	\$2,066,272	\$2,022,936	\$1,847,759	6.3%	4.1%	-2.1%	-8.7%
	Total # of Claims	122,326	122,370	121,986	117,183	118,442	0.0%	-0.3%	-3.9%	1.1%
	Total Cost Per Claim	\$79.99	\$83.57	\$86.14	\$92.09	\$89.52	4.5%	3.1%	6.9%	-2.8%
	Plan Cost Per Claim	\$64.74	\$67.36	\$69.20	\$74.82	\$73.92	4.0%	2.7%	8.1%	-1.2%
	Member Cost Per Claim	\$15.26	\$16.21	\$16.94	\$17.26	\$15.60	6.3%	4.5%	1.9%	-9.6%
	Plan Cost PMPM	\$81.77	\$86.45	\$89.24	\$93.50	\$93.35	5.7%	3.2%	4.8%	-0.2%
	Member Cost PMPM	\$19.27	\$20.81	\$21.84	\$21.57	\$19.70	8.0%	5.0%	-1.2%	-8.7%
Non-Specialty	Total Cost	\$6,412,675	\$6,558,898	\$6,480,456	\$6,357,189	\$6,315,244	2.3%	-1.2%	-1.9%	-0.7%
	Total Plan Cost	\$4,735,208	\$4,843,804	\$4,762,361	\$4,703,680	\$4,756,831	2.3%	-1.7%	-1.2%	1.1%
	Total Member Cost	\$1,677,466	\$1,715,094	\$1,718,096	\$1,653,509	\$1,558,412	2.2%	0.2%	-3.8%	-5.8%
	Total # of Claims	121,236	121,284	120,885	115,998	117,225	0.0%	-0.3%	-4.0%	1.1%
	# of Utilizers	19,202	19,474	18,732	17,904	18,492	1.4%	-3.8%	-4.4%	3.3%
	Copay Percent	26.2%	26.1%	26.5%	26.0%	24.7%	0.0%	1.4%	-1.9%	-5.1%
	Total Cost Per Claim	\$52.89	\$54.08	\$53.61	\$54.80	\$53.87	2.2%	-0.9%	2.2%	-1.7%
	Plan Cost Per Claim	\$39.06	\$39.94	\$39.40	\$40.55	\$40.58	2.3%	-1.4%	2.9%	0.1%
	Member Cost Per Claim	\$13.84	\$14.14	\$14.21	\$14.25	\$13.29	2.2%	0.5%	0.3%	-6.7%
	Member Months	96,846	95,341	94,594	93,771	93,786	-1.6%	-0.8%	-0.9%	0.0%
	Total Cost PMPM	\$66.22	\$68.79	\$68.51	\$67.79	\$67.34	3.9%	-0.4%	-1.0%	-0.7%
	Plan Cost PMPM	\$48.89	\$50.81	\$50.35	\$50.16	\$50.72	3.9%	-0.9%	-0.4%	1.1%
	Member Cost PMPM	\$17.32	\$17.99	\$18.16	\$17.63	\$16.62	3.9%	1.0%	-2.9%	-5.8%
Brand	Brand Total Cost	\$4,040,286	\$4,198,337	\$4,133,146	\$4,101,459	\$4,084,009	3.9%	-1.6%	-0.8%	-0.4%
	Brand Plan Cost	\$3,315,100	\$3,445,355	\$3,398,412	\$3,370,207	\$3,399,511	3.9%	-1.4%	-0.8%	0.9%
	Brand Member Cost	\$725,186	\$752,982	\$734,735	\$731,252	\$684,499	3.8%	-2.4%	-0.5%	-6.4%
	Brand # of Claims	17,926	15,834	15,066	14,218	15,997	-11.7%	-4.9%	-5.6%	12.5%
	Brand % of Total Claims	14.8%	13.1%	12.5%	12.3%	13.6%	-11.7%	-4.5%	-1.7%	11.3%
	Brand Plan Cost Per Claim	\$184.93	\$217.59	\$225.57	\$237.04	\$212.51	17.7%	3.7%	5.1%	-10.3%
Generic	Generic Total Cost	\$2,372,389	\$2,360,560	\$2,347,310	\$2,255,730	\$2,231,234	-0.5%	-0.6%	-3.9%	-1.1%
	Generic Plan Cost	\$1,420,109	\$1,398,449	\$1,363,949	\$1,333,473	\$1,357,320	-1.5%	-2.5%	-2.2%	1.8%
	Generic Member Cost	\$952,281	\$962,112	\$983,361	\$922,257	\$873,914	1.0%	2.2%	-6.2%	-5.2%
	Generic # of Claims	103,310	105,450	105,819	101,780	101,228	2.1%	0.3%	-3.8%	-0.5%
	Generic % of Total Claims	85.2%	86.9%	87.5%	87.7%	86.4%	2.0%	0.7%	0.2%	-1.6%
	Generic Plan Cost Per Claim	\$13.75	\$13.26	\$12.89	\$13.10	\$13.41	-3.5%	-2.8%	1.6%	2.3%

URx Performance Report

State of Montana

Sep2014-Nov2015

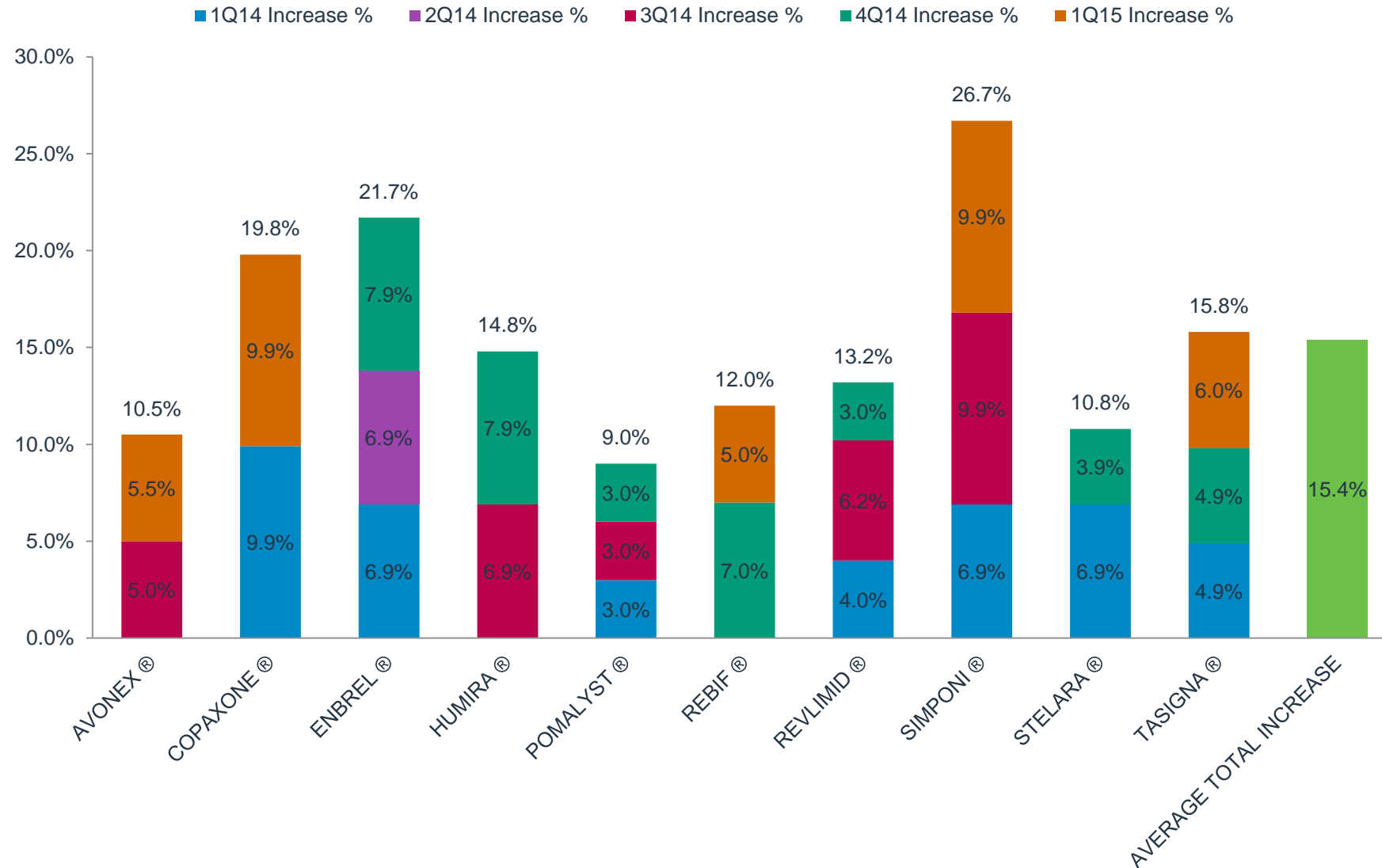
Category		Sep2014- Nov2014	Dec2014- Feb2015	Mar2015- May2015	Jun2015- Aug2015	Sep2015- Nov2015	Period1 vs. Period2	Period2 vs. Period3	Period3 vs. Period4	Period4 vs. Period5
Retail	Retail Total Cost	\$4,785,388	\$4,815,287	\$4,869,648	\$4,773,728	\$4,709,318	0.6%	1.1%	-2.0%	-1.3%
	Retail Plan Cost	\$3,437,929	\$3,429,840	\$3,466,720	\$3,427,786	\$3,441,613	-0.2%	1.1%	-1.1%	0.4%
	Retail Member Cost	\$1,347,459	\$1,385,447	\$1,402,928	\$1,345,942	\$1,267,705	2.8%	1.3%	-4.1%	-5.8%
	Retail # of Claims	109,558	109,377	109,431	104,570	105,606	-0.2%	0.0%	-4.4%	1.0%
	Retail % of Total Claims	90.4%	90.2%	90.5%	90.1%	90.1%	-0.2%	0.4%	-0.4%	-0.1%
	Retail Plan Cost Per Claim	\$31.38	\$31.36	\$31.68	\$32.78	\$32.59	-0.1%	1.0%	3.5%	-0.6%
Mail	Mail Total Cost	\$1,627,287	\$1,743,611	\$1,610,809	\$1,583,461	\$1,605,926	7.1%	-7.6%	-1.7%	1.4%
	Mail Plan Cost	\$1,297,280	\$1,413,964	\$1,295,641	\$1,275,894	\$1,315,218	9.0%	-8.4%	-1.5%	3.1%
	Mail Member Cost	\$330,007	\$329,647	\$315,168	\$307,567	\$290,707	-0.1%	-4.4%	-2.4%	-5.5%
	Mail # of Claims	11,678	11,907	11,454	11,428	11,619	2.0%	-3.8%	-0.2%	1.7%
	Mail % of Total Claims	9.6%	9.8%	9.5%	9.9%	9.9%	1.9%	-3.5%	4.0%	0.6%
	Mail Plan Cost Per Claim	\$111.09	\$118.75	\$113.12	\$111.65	\$113.20	6.9%	-4.7%	-1.3%	1.4%
Specialty	Specialty Total Cost	\$3,372,324	\$3,667,545	\$4,027,261	\$4,433,612	\$4,287,362	8.8%	9.8%	10.1%	-3.3%
	Specialty Plan Cost	\$3,183,649	\$3,398,658	\$3,679,084	\$4,064,185	\$3,998,015	6.8%	8.3%	10.5%	-1.6%
	Specialty Member Cost	\$188,676	\$268,887	\$348,177	\$369,427	\$289,346	42.5%	29.5%	6.1%	-21.7%
	Specialty # of Claims	1,090	1,086	1,101	1,185	1,217	-0.4%	1.4%	7.6%	2.7%
	Specialty % of Total Claims	0.9%	0.9%	0.9%	1.0%	1.0%	-0.4%	1.7%	12.0%	1.6%
	Specialty % of Total Cost	34.5%	35.9%	38.3%	41.1%	40.4%	4.1%	6.9%	7.2%	-1.6%
	Specialty Plan Cost Per Claim	\$2,920.78	\$3,129.52	\$3,341.58	\$3,429.69	\$3,285.14	7.1%	6.8%	2.6%	-4.2%
	Specialty Plan Cost PMPM	\$32.87	\$35.65	\$38.89	\$43.34	\$42.63	8.4%	9.1%	11.4%	-1.6%
Infusion Spe	Infusion Specialty Total Cost	\$0	\$0	\$0	\$0	\$0	n/a	n/a	n/a	n/a
	Infusion Specialty Plan Cost	\$0	\$0	\$0	\$0	\$0	n/a	n/a	n/a	n/a
	Infusion Specialty # of Claims	0	0	0	0	0	n/a	n/a	n/a	n/a
	Infusion Specialty % of Total Claims	0.0%	0.0%	0.0%	0.0%	0.0%	n/a	n/a	n/a	n/a
Tier Utilization	Base Tier A % of Claims	13.0%	10.8%	10.6%	10.9%	12.7%	-16.6%	-2.3%	3.0%	16.3%
	Base Tier B % of Claims	74.3%	76.0%	77.0%	76.4%	75.3%	2.3%	1.3%	-0.7%	-1.5%
	Base Tier C % of Claims	7.0%	7.2%	6.8%	6.8%	6.6%	3.6%	-5.0%	-0.2%	-3.5%
	Base Tier D % of Claims	2.7%	2.7%	2.3%	2.4%	2.0%	2.9%	-17.5%	4.8%	-15.3%
	Base Tier F % of Claims	3.1%	3.3%	3.4%	3.5%	3.5%	4.7%	2.6%	4.0%	-0.7%
	A-F w/Tier Change # of Claims	3,095	3,016	3,052	2,992	2,807	-2.6%	1.2%	-2.0%	-6.2%
	A-F w/Tier Change % of Claims	2.5%	2.5%	2.5%	2.6%	2.4%	-2.6%	1.5%	2.1%	-7.2%
	A-F w/Tier Change Total Cost	\$956,568	\$974,148	\$1,062,552	\$1,262,287	\$1,193,356	1.8%	9.1%	18.8%	-5.5%
	A-F w/Tier Change Plan Cost	\$841,446	\$860,898	\$940,303	\$1,126,158	\$1,083,904	2.3%	9.2%	19.8%	-3.8%



Specialty Pharmacy – What's happening

- ➔ 0.9% of claims are costing 39% of drug budget (up from 27% in 2013)
- ➔ 37 of top 100 drugs are specialty drugs
- ➔ Oncology drugs cost \$10K before 2000 and now \$100K
- ➔ Pipeline is trend driver #1 (Focus change from blockbuster drugs - 42% of all late stage drug approvals)
- ➔ FDA approval process changes – now “expediting” approval by creating “breakthrough therapy” and “orphan drug” designations
- ➔ Yearly price increases by drug makers are trend driver #2

MAHCP Price Increases of Top Drugs 2014-1Q15





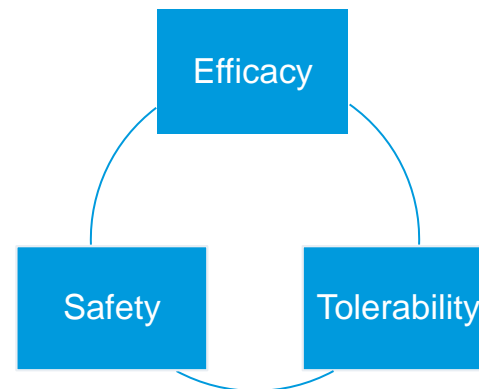
Specialty Pharmacy – What we're doing about it

- ➔ Pipeline Intelligence and the PTAC (URx's P&T committee)
- ➔ Navigator Programs = COE's
- ➔ Partial fill programs = \$1,300 per member in plan savings
- ➔ Manufacturer and Specialty Pharmacy Risk sharing/contracting programs = \$1.85M in plan savings for 2016
- ➔ Ask a Pharmacist Case Interventions
- ➔ Site of Care Optimization = \$3,700 per infusion

Pipeline Intelligence



- Reports
 - Bi-weekly
 - Quarterly
- Client support and presentations
- Volume forecasting
- Market impact assessments



Considerations

- Dosing
- Adverse Events
- DC Rates & Reasons
- Validated Surveys
- PSROs

Partial-Fill Medications

Brand Name	Brand Name	Brand Name
Afinitor [®]	Jakafi [®]	Targretin [®]
Bosulif [®]	Kalydeco [™]	Tasigna [®]
Cometriq [™]	Keveyis [™]	Technivie [™]
Daklinza [™]	Nexavar [®]	Viekira Pak [™]
Erivedge [™]	Olysio [™]	Votrient [®]
Esbriet [®]	Orkambi [™]	Xalkori [®]
Gleevec [®]	Sovaldi [™]	Xtandi [®]
Harvoni [™]	Sprycel [®]	Zelboraf [®]
Ibrance [®]	Stivarga [®]	Zolinza [®]
Imbruvica [™]	Sutent [®]	Zydelig [®]
Inlyta [®]	Tafinlar [®]	Zykadia [™]
Iressa [®]	Tarceva [®]	Zytiga [®]

- Program consists of a two-week supply of select specialty medications for an initial three months of therapy
- Specific medications targeted for program due to high discontinuation rate, poor response, adverse effects, and/or noncompliance
- Increases opportunities for clinical care for newly diagnosed patients
- Proven strategy to effectively manage waste